

↳ Idaho Real Estate Education Council  
**Regular Council Meeting**  
January 16, 2008  
**Minutes**

Pursuant to notice given, a **Regular** meeting of the Idaho Real Estate Education Council (Council) was initiated at the Commission office, 633 North Fourth Street, Boise, Idaho.

**Members Present:**

Beckie Kukal, Chair, Jerome  
Gail Heist, Vice Chair, Boise  
Donna Capurso, Member, Bonners Ferry  
Maris Cukurs, Member, Idaho Falls  
Jeanne Jackson-Heim, Executive Director  
Andy Enrico, Commission Representative, Boise

**Members Absent:**

**Others Present:**

Chuck Byers  
Jim Townsend

**Staff Present:**

Saunya Prisock, Administrative Assistant

**Call to Order:** Chair Kukal called the January 16, 2008 meeting of the Idaho Real Estate Commission Education Council to order at 8:32 a.m.

**Agenda:** Ms. Kukal asked if there were any additions or changes to the Agenda.

A motion was made by Andy Enrico to approve the meeting agenda. Motion carried.

**Minutes:** Mr. Cukurs indicated two specific instructor approvals on page 7 were to vague and needing revision. Those of 'Evan Cook – Approved' and 'TJ Angstman – Approved' were clarified to include the courses for which the instructors were certified.

A motion was made by Ms. Jackson-Heim to approve the November 28, 2007 meeting minutes as amended. Motion carried.

**Council Matters:** It was suggested when scanning packets to label them in accordance with the agendas numerical labeling. Also, Saunya and Tammy will prepare a written policy on scanning the monthly meeting packets.

Ms Jackson-Heim presented two forms, Instructor Candidate's Lesson Plan and Mentor Instructor Responsibilities, and asked if these forms should continue to be used. It was decided the Instructor Candidate's Lesson Plan will continue to be used but under the new name of 'Lesson Plan Tips' and the Mentor Instructor Responsibilities will be retired.

Mr. Heist requested that the interactive courses be more representative of commercial real estate. Mr. Heist may revise one or more courses and resubmit for certification under his name.

The website needs to be updated to reflect the current courses and providers in the certification index.

The instructor audit form will be e-mailed to all Council members and uploaded to the FTP site.

It was suggested that the Real Estatement possibly needs a change in format now that it is posted on the web. This would allow it to be easily read.

An idea was discussed of sending a notification letter out to course providers for whom courses may not be renewed because of approved topics.

The new renewal forms were discussed. It was decided the requirement to have them notarized would be removed for certification renewal forms.

**Review Council Goals:** Target dates for goals were reviewed and adjusted to allow time for various projects to be completed in their entirety. The new dates will be reflected in next month's goals.

A motion was made by Chair Kukal to approve council goals as amended. Motion carried.

**Status of BCOO/Brokerage Management revisions:** Subject Matter Experts were discussed and several identified who might be interested in assisting in the revision of the courses.

**Status of Prelicense Module 1 & Module 2:** Hopeful launch date of July 1.

**Provider Letter:** Letter's purpose was explained by Ms. Jacsckson-Heim.

**Status of New Education Director Hire:** A new Education Director has been hired and will begin on 01/22/08. Mandy Frary was a licensed real estate assistant for 2 years and has her elementary teaching degree.

**Core 2008 Topics:** Currently a Loan Fraud training DVD is being developed in conjunction with the Department of Finance, which could be included in CORE 2008. Other topics for possible inclusion were discussed and possible presenters were identified.

**IDW 2008 Update:** The rooms are all arranged and the location is the Doubletree Riverside in Boise. The first day of IDW is Train the Trainer led by BSU. The group will be divided into two groups based on length of teaching experience. On the second day, CORE class will be in the morning and Pearson VUE will present, on the licensing exam development process in the afternoon.

**BSU Contracts:**

**Train the Trainer** – Ms. Jackson-Heim presented several proposals from BSU.

A motion was made by Mr. Cukurs to recommend The Commission accept BSU's Train the Trainer proposal for the 2008 IDW.

**BCOO Course Development Addendum**

A motion was made by Mr. Cukurs to recommend the Commission accept BSU's Development Addendum for the BCOO course.

**IDW Course Production –**

Motion made by Ms. Capurso to recommend The Commission accept BSU's proposal for the CORE taping at the 2008 IDW.

**Reports:** The following reports were reviewed and placed on file in the Commission office.

- List of Approved Certifications
- License Exam Statistics Report
- Compiled Evaluations
- Certification Index Reports
- Analysis of the License Base
- Budget Report

**Executive Session:** In accordance with section 67-2345 (1) (d), Idaho Code, a motion was made by Mr. Heist to adjourn to executive session to consider records that are exempt from disclosure as provided in Section 9-340C(9), Idaho Code, and which records relate to the following subjects: Education Special Considerations, Course Applications and Instructor Special Considerations. Motion carried.

**Executive Session:** In accordance with section 67-2345 (1) (d), Idaho Code, a motion was made by Mr. Enrico to adjourn out of executive session, submitted pursuant to Section 9-340C (9), Idaho Code. Motion carried.

A motion was made by Ms. Jackson-Heim to Approve Special Consideration 08-36. Motion carried.

A motion was made by Ms. Jackson-Heim to Approve Special Consideration 08-20. Motion carried.

A motion was made by Ms. Jackson-Heim to approve the following course applications with the following conditions:

Real Estate Related Investments, IRA's and Qualified Plans

The New Kid on the Block

How to Get There From Here

The Foreclosure Process in Idaho: A Guide for Investors & Real Estate Professionals

Foreclosures

Real Estate Auctions

Mortgage Fraud

High Loan to Value

Real Estate Settlement Procedures Act and Real Estate Fraud

A Licensee's Guide to Property Descriptions

RESPA

Loan Fraud

TILA

Appraisal

Mortgage Industry

Federal Law

Flood Insurance – upon the condition there cannot be any business advertising allowed in the handouts or in the course presentation.

The Bottom Line: Understanding the Escrow Process – upon the condition there cannot be any business logo or advertising in the handouts or the course presentation.

The Power of the Title Commitment

Mr. Cukurs moved to continue review of the following two courses in order to gather more information:

Mortgage Law  
Listings & Options

A motion was made by Ms. Capurso to deny the following course applications with the following reasons:

Marketing 101-renewal- The course does not directly contribute to the accomplishment of the primary purpose of continuing education, which is to help assure that licensees possess the knowledge, skills and competency necessary to function in the real estate business in a manner that protects and serves the public interest.

Mortgage Calculations Using an HPI0bii Calculator (Understanding Inflation & Variable Rate Mortgages)- The course promotes a specified product.

Ninja Selling- The course promotes a specified product and does not benefit the consumer or the public interest.

Real Estate Marketing Secrets- The course content appears to be directed at consumers and not licensees.

Real Estate Auctions- There was no outline included and the name is a duplicate of an existing course title. The applicant is strongly encouraged to resubmit as the course was of great interest to the Council.

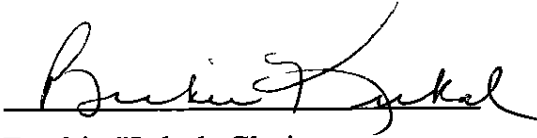
Motion carried.

A motion was made by Mr. Enrico to adjourn the meeting at 1:04. Motion carried.

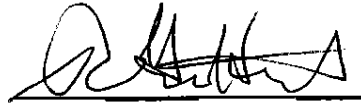
Respectfully submitted,

Saunya Prisock  
Education Assistant

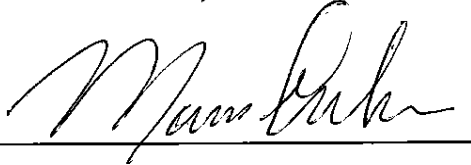
**Minutes of the Idaho Real Estate Education Council meeting held in Boise,  
Idaho, on January 16, 2008 are hereby approved.**



Beckie Kukal, Chair



Gail Heist, Vice Chair



Maris Cukurs, Member



Donna Capurso, Member



Andy Enrico,  
Commission Representative



Jeanne Jackson-Heim,  
Executive Director

The next regularly scheduled meeting is set for February 20, 2008.

Advise the Commission of any individuals with disabilities needing accommodation  
at least three business days prior to any meeting.